

## Message Text

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ORIGIN EB-07

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DRAFTED BY EB/TD:JJO'NEILL:SP  
APPROVED BY EB/TD:JJO'NEILL, JR.  
NEA/ARP - MR. CECIL  
----- 037101  
P 080100Z DEC 76  
FM SECSTATE WASHDC  
TO USMISSION GENEVA PRIORITY

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FOR TELATT

E.O. 11652: N/A

TAGS: ETEL, TGEN, ITU, SA

SUBJECT: ITU PARTICIPATION IN SAUDI ARABIAN BID  
EVALUATION.

DEPARTMENT HAS HELD TALKS WITH REPRESENTATIVES OF WESTERN  
ELECTRIC, ROCKWELL INTERNATIONAL AND COLLINS RADIO  
(WHICH IS PART OF ROCKWELL) REGARDING SAUDI ARABIAN  
PROJECT FOR NATIONAL MICROWAVE NETWORK. ESTIMATED  
INVESTMENT COULD REACH FIVE HUNDRED MILLION TO ONE BILLION  
DOLLARS. ROCKWELL AND WESTERN ELECTRIC ARE SUBMITTING  
JOINT BID. THEY BELIEVE THAT EUROPEAN AND JAPANESE  
MANUFACTURERS ALSO WILL BE SUBMITTING BIDS, AS WILL ITT  
USING PRINCIPALLY EUROPEAN MANUFACTURING FACILITIES.

THEY HAVE REPORT THAT ITU WILL PLAY ROLE IN EVALUATING  
BIDS WHICH MUST BE SUBMITTED BY JANUARY 8, 1977.  
FYI THEY HAVE REPORT THAT SECRETARY GENERAL MILI  
VOLUNTEERED ITU PARTICIPATION IN BID EVALUATION. END FYI  
COMPANIES ARE AWARE THAT ITU EXPERTS ARE NOW IN SAUDI  
ARABIA IN TRAINING AND OTHER TECHNICAL ASSISTANCE  
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CAPACITY, BUT WOULD APPRECIATE INFORMATION ON ITU ROLE

IN BID EVALUATION. IF ITU IS TO BE INVOLVED, WESTERN ELECTRIC AND ROCKWELL WOULD APPRECIATE ANY INSIGHTS AS TO HOW ITU PLANS TO UNDERTAKE THIS TASK, WHAT WILL BE THE

PROCEDURE, WHAT WILL BE THE SCHEDULE FOR EVALUATION, WHO IN THE ITU WILL BE INVOLVED, AND MOST IMPORTANTLY, WHAT MAJOR CONCERNS OR TECHNICAL QUESTIONS DOES THE ITU FEEL STRONGLY ABOUT. BECAUSE WESTERN ELECTRIC/ROCKWELL ARE IN LAST STAGES OF PREPARING EXPENSIVE BID PROPOSAL, ANY INFORMATION ON LAST POINT COULD BE MOST HELPFUL IN FINAL BID PREPARATIONS SCHEDULED FOR COMPLETION DECEMBER 20.

MISSION IS REQUESTED TO DISCUSS ON PRIORITY BASIS WITH ITU ITS PLANS FOR ROLE IN SAUDI ARABIAN BID EVALUATION. IF IN FACT ITU WILL BE ACTIVE, THEN IT WOULD APPEAR TO BE HELPFUL IF ROCKWELL'S BOB CRAWFORD AND WESTERN ELECTRIC'S GORDON REYNOLDS COULD TALK ON PHONE WITH TELATT. THEY ARE WILLING TO TRAVEL TO GENEVA FOR MEETING WITH TELATT AND ITU OFFICIALS IF MISSION BELIEVES IT COULD BE HELPFUL. ROBINSON

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## Message Attributes

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